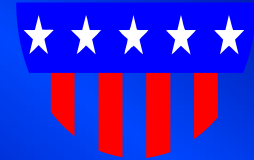


Department of Homeland Security



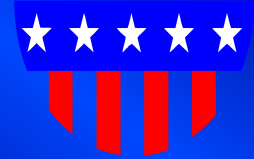
Office of Small and Disadvantaged Business
Utilization
OSDBU



**Homeland
Security**

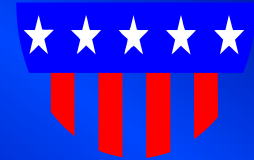
**Ilene Waggoner
Small Business
Advocate**

Three Major Types of Business Opportunities at Homeland Security



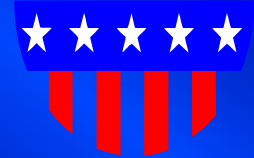
- ★ **Contracts and Subcontracts**
- ★ **Research and Development**
- ★ **Grants to State and Local Governments**

Role of the OSDBU



- ★ Serves as the focal point for small business acquisition matters
- ★ Works closely with all Homeland Security organizations to implement the SB programs
- ★ Strives to create an environment in which small businesses have a meaningful opportunity to obtain Homeland Security prime and subcontracts

Homeland Security Small Business Considerations



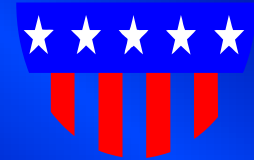
- ★ 8(a)
- ★ HUBZone
- ★ Service Disabled Veteran Owned Small Business
- ★ Traditional Small Business Set-Asides
- ★ Small Business Teams or Joint Ventures
- ★ Full and Open Competition

Homeland Security Mentor-Protégé Program



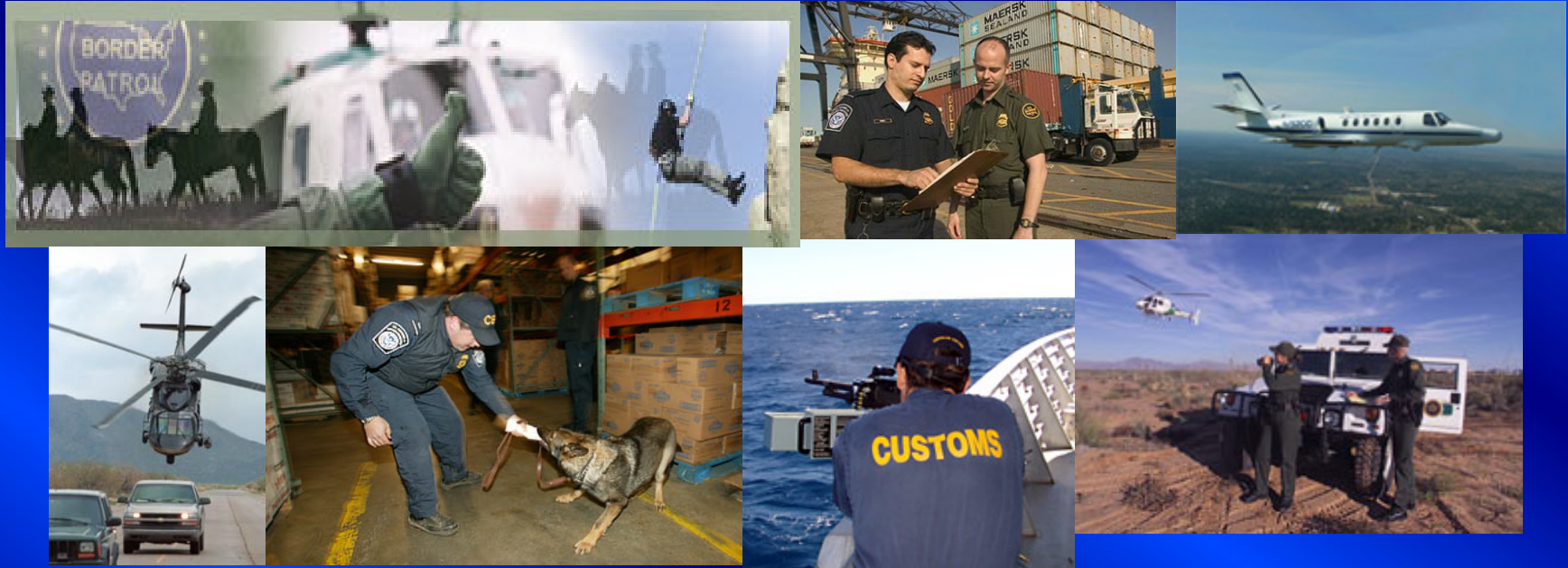
- ★ Consider participating in the Homeland Security Mentor-Protégé Program
- ★ Details and application format available on the Open for Business Website
- ★ For assistance, contact Angela Williams at (202) 205-1625

Homework



- ★ Learn About the 8 Major Buying Activities at Homeland Security
- ★ Learn what they buy
- ★ Help them solve their problems

Customs and Border Protection



★ Protects America's borders against terrorists and other criminals, while facilitating trade and travel.

★ Oversees 2,000 miles of border with Mexico, 5,000 miles of border with Canada, 317 "ports of entry" (official crossing points) and 136 Border Patrol stations with 33 interior checkpoints.

www.cbp.gov/
William Bickleman
SB Specialist

Federal Law Enforcement Training Center (FLETC)



- ★ Provides training that enables federal, state and local law enforcement partners to accomplish their missions (training is generally provided by in-house trainers)

- ★ Provides mission-responsive infrastructure

www.fletc.gov
Beverly Nesmith
SB Specialist

Immigration & Customs Enforcement (ICE)



- ★ Investigates issues such as human smuggling, export enforcement, contraband smuggling, and financial and immigration crimes
- ★ Ensures the departure from the U.S. of all removable aliens
- ★ Collects and analyses intelligence data for use by ICE and DHS
- ★ Reduces threats posed against the more than 8,800 federal facilities nationwide (FPS)

www.ice.gov/graphics/index.htm

Alan Barclay
SB Specialist

DHS Headquarters



U. S. Citizenship & Immigration Service



uscis.gov/graphics/index.htm

Ned R. Ross
SB Specialist

Center for Domestic Preparedness



cdp.dhs.gov/
Phillis Reid
SB Specialist

DHS Headquarters Procurement

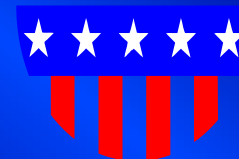


www.dhs.gov/openforbusiness

Trish Wyatt
SB Specialist

- ★ Provides a full range of acquisition support to 35 program offices within DHS such as:
- ★ Office of the Secretary (USM, CPO, CIO, CFO)
- ★ US VISIT Program Office
- ★ Office of Preparedness
- ★ Office of Intelligence & Analysis
- ★ Domestic Nuclear Detection Office
- ★ Science & Technology (HSARPA)
- ★ Citizenship & Immigration Services
- ★ Center for Domestic Preparedness

Transportation Security Administration (TSA)



- ★ Protects the nation's transportation systems
- ★ Screens all airline passengers
- ★ Deploys Federal air marshals to detect, defeat, and deter hostile acts targeting all transportation modes
- ★ Screens 100% of 1 billion pieces of luggage checked annually
- ★ Detects and deters the use of explosive devices in transportation systems

www.tsa.gov/public/
Anthony Bell
SB Specialist

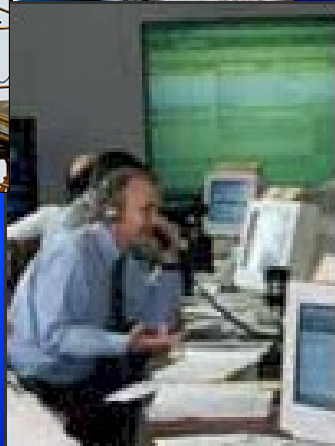
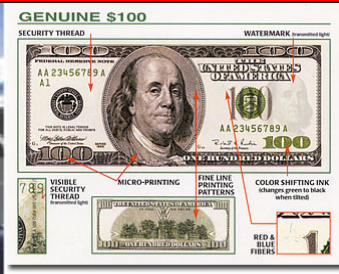
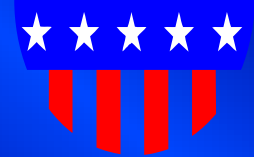
Federal Emergency Management Administration (FEMA)



- ★ **Manages Federal response and recovery efforts following any national disaster**
- ★ **Provides disaster assistance in the form of housing and financial assistance caused by disaster**
- ★ **Manages the National Flood Insurance Program**
- ★ **Coordinates 4,000 standby disaster assistance employees available for deployment after disasters**

www.fema.gov/
Brenda Thomas
SB Specialist

U. S. Secret Service

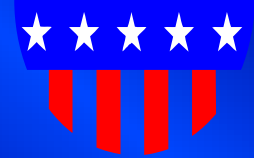


- ★ Protects the President, Vice President, visiting heads of state, and other government leaders
- ★ Protects U.S. currency from counterfeiters and safeguards Americans from financial crimes
- ★ Plans, coordinates, and implements security for designated national special security events (NSSE)
- ★ Emphasizes prevention through protective intelligence and threat assessment

www.secretservice.gov/index.shtml

Marcia Rodrigues
SB Specialist

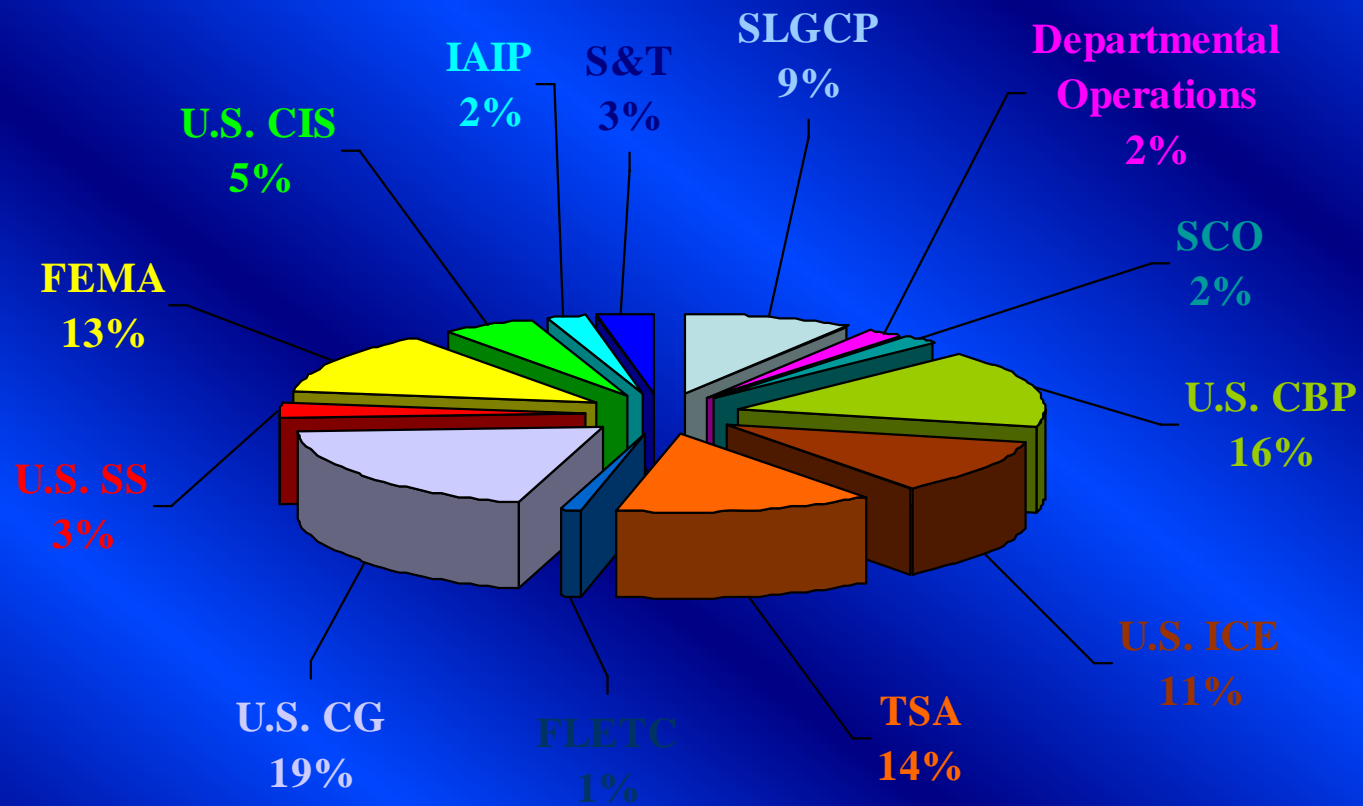
Coast Guard



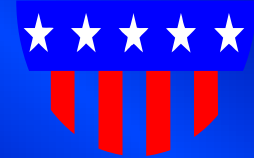
- ★ Protects ports, waterways, & flow of commerce from terrorism
- ★ Provides maritime border security against illegal drugs, illegal aliens, firearms and WMD
- ★ Provides protection of natural resources
- ★ Provides maritime safety, including search & rescue efforts, commercial and recreational boating safety

www.uscg.mil/USCG.shtm
Debbie Woods
SB Specialist

FY 2006
Percent of Total Budget Authority by Organization



Strategic Positioning

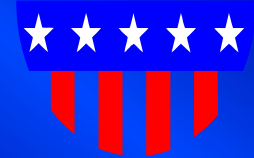


★ Marketing tips from small businesses that have been successful in the Federal marketplace

★ **Do Your Homework**

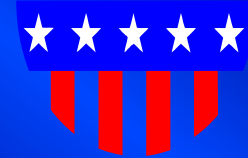
- Review all background information
- Understand the various contract vehicles that are available for use by the contracting officer
- Participate in small business outreach/networking activities
- Consider prime contract, subcontracts, and teaming or joint ventures

EAGLE and FirstSource



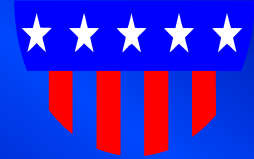
- ★ DHS IT Department-wide contract for support services – EAGLE (Enterprise Acquisition Gateway for Leading Edge solutions) and for commodity products - (FirstSource)
- ★ The procurement is being conducted by the Information Technology Acquisition Center (ITAC) in cooperation with the CIO and Component IT and procurement communities.
- ★ More information on EAGLE and FirstSource can be found at: www.dhs.gov/openforbusiness)

Small Business Prime Contracting Accomplishments Fiscal Year 2005



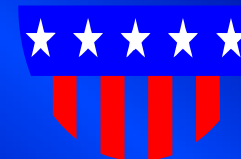
Category	Goal (%)	Accomplishment (\$)	Percent
Total Procurement Dollars	N/A	\$8,652,075,342	
SB Prime Contracts	23.0%	\$3,655,639,445	42.3%
SDB Prime Contracts [overall; including 8(a) contracts]	5.0%	\$708,636,006	8.2%
8(a) Contracts	2.5%	\$274,155,051	3.2%
SDB Prime Contracts [other than 8(a)]	2.5%	\$434,480,956	5.0%
HUBZone SB Prime Contracts	3.0%	\$185,849,185	2.1%
SDVOSB Prime Contracts	3.0%	\$44,912,737	0.5%
WOSB Prime Contracts	5.0%	\$441,318,033	5.1%
VOSB Prime Contracts	N/A	\$313,153,996	3.6%

DHS Vendor Outreach Sessions



- ★ Held in Oxon Hill, Maryland
- ★ 15 Minute Appointments
- ★ Prime Vendor (twice a year)
- ★ Open for Business Website

Helpful Websites



FEDBIZ Opps

www.fedbizopps.gov

SUBNET

web.sba.gov/subnet

Federal Acquisition Regulations (FAR)

www.arnet.gov

Ready.gov

www.ready.gov

Outreach Activities OSDBU Council

www.osdbu.gov

Homeland Security Budget-in-Brief FY 2006

www.dhs.gov/dhspublic/display?theme=12

Forecast

www.dhs.gov/openforbusiness

Research & Development

www.hsarpabaa.com

www.hsarpasbir.com

Grants

www.dhs.gov/openforbusiness

Federal Procurement Data System

<https://www.fpds.gov/>

Federal Acquisition Regulations

www.arnet.gov/far

Central Contractor Registry

<http://www.ccr.gov/>



Homeland Security



OPEN FOR BUSINESS

